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**SPOTLIGHT**

**SPECIAL  
BUSINESS  
AVIATION  
ISSUE**

Vol. 4, No. 9 September, 1962

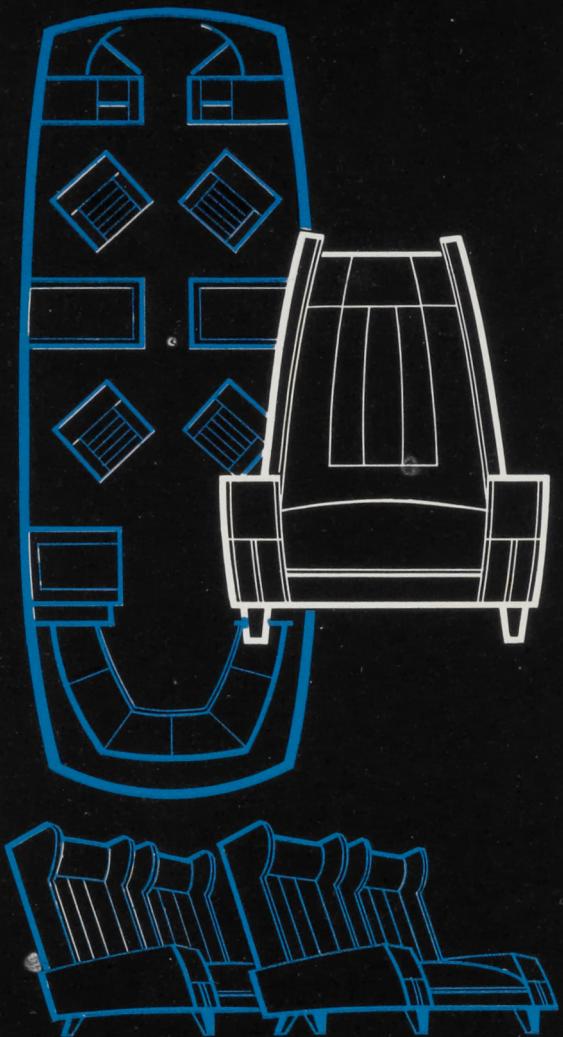
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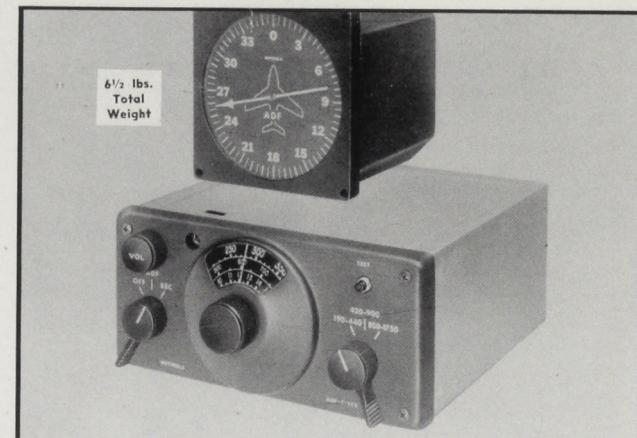
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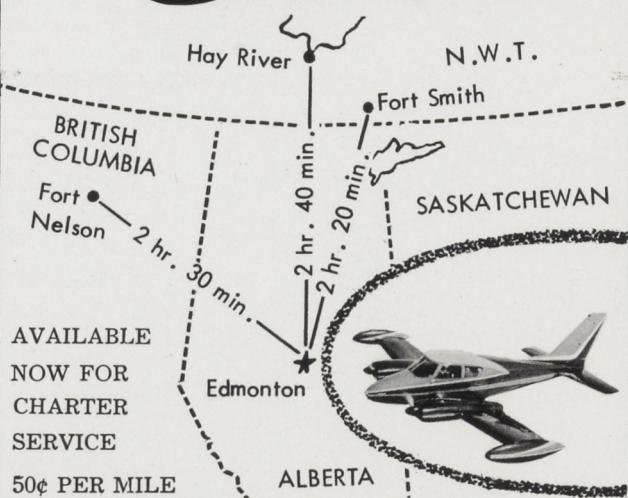
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# Business Aviation in the West

**Companies are fast becoming aware  
that the airplane can be an indispensable business tool.**

Business aviation in Canada, from a tottering infant in the thirties, through the gangling adolescence of post war boom, has now matured into a stable, healthy industry.

There are, and still will be, growing pains, but the 400 plus business aircraft serving Canada's industries have gone a long way since the pioneer flights of such companies as Imperial Oil and Hudson's Bay Company.

Western Canada, with its giant lumber and oil industries, account for more than half of Canada's business aircraft. A natural ally of the aircraft in the west are, of course, the vast areas served.

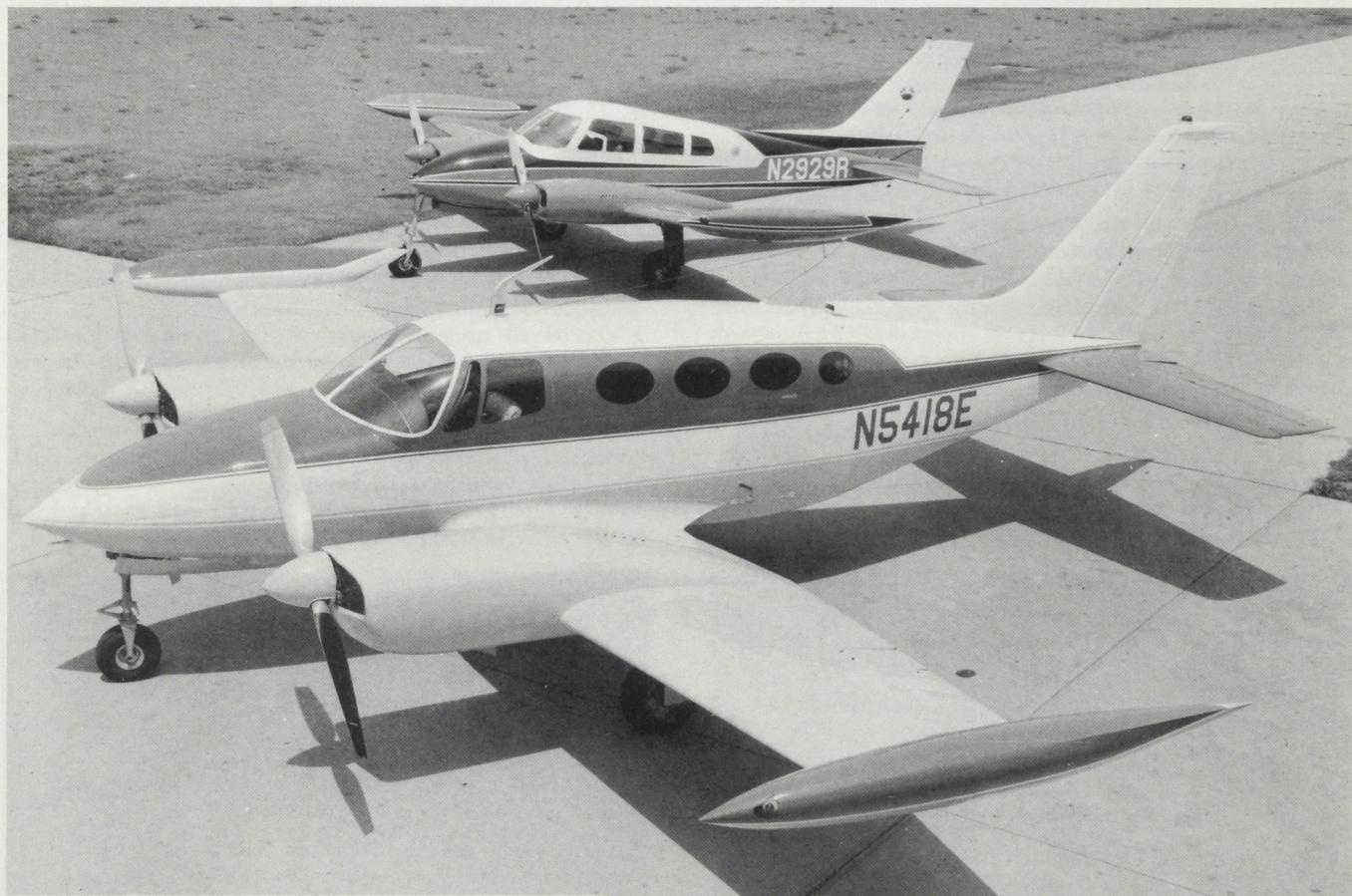
Immediately after the war gas-gulping, converted military aircraft became popular among the larger companies for many reasons that were then practical. In the fifties, however, the more economical light twins took over as the popular business aircraft. In 1956, for example, at one major western centre 12 Lodestars and one light twin were in operation and six years later these figures had changed to two Lodestars and more than 20 light twins.

More businesses were using aircraft, and light twins seemed best suited to a majority of firms, although singles and heavy twins were still essential in certain types of operations. Also contributing to the increased use of aircraft was the fact that management, brushing aside all glamour, began to study the hard, practical picture of dollars and cents.

One indisputable fact that emerged is that the size of a company should seldom, if ever, determine whether "to buy or not to buy" a company aircraft. The important question is—will the aircraft help streamline and expand the company's operation.

Many modern firms apply the policy that the aircraft is an essential tool and required unless proven otherwise. But let us summarize some of the arguments behind this reasoning.

**Reducing transportation costs.** For fair comparison with competing means of transport the business aircraft advantages of time and wages saved must be considered. The uncertainty of airline reservations and inflexibility of



Two of Cessna's contenders in the business aircraft market. The new Model 411 (foreground) on which performance figures have not yet been released, and the better known 310G, a 5-place aircraft featuring speeds to 240 m.p.h.



Piper's Aztec B has enlarged seating arrangements for six passengers. Powered by two 250 h.p. Lycomings, it cruises at over 200 m.p.h., with non-stop range of over 1000 miles.

their schedules gives the company plane a definite edge here. But even without the important time saved factor there is often a clear passenger-mile saving for the company owned aircraft.

**Better management.** The time saving to executives visiting branch offices strengthens management control. Many company officials hold business meetings while travelling in the larger executive aircraft, something obviously impossible on an airliner.

**Emergency.** One single life saved or one major case of emergency service to key machinery can justify company aircraft operation.

**Market expansion.** Greater customer contact without corresponding increase in personnel is important.

**Advertising.** Informing clients and potential clients of the service advantages offered through the company aircraft is good advertising.

**Prestige.** In today's highly competitive market a good corporate image is important.

While the advantages of owning an aircraft are many a company must have a legitimate need based on sound business principles. If this is achieved an aircraft could be one of the best investments ever made.

In any case the decision should be made on the basis of a study of conditions and needs within the company, and not by reference to another company's cost statement which may give a deceptive picture. For example, it may be to a company's advantage to depreciate an aircraft's capital cost at the maximum allowable rate. But if, after four or five years, the plane could still be sold for 50

In a class by itself is the sleek 500 m.p.h. JetStar, the only turbojet corporate transport with Transport Category Type Certificate.



One interesting Canadian project is the Volpar Tri-Gear conversion on Beech D18 by Bristol Aero Industries of Winnipeg.

percent of its original cost, then the book value of the plane would indicate a much higher, than actual, operating cost over that period.

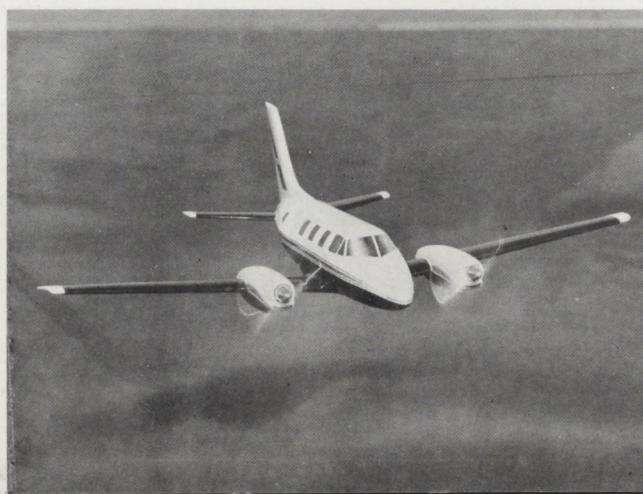
The next logical question is—how does a company select the most suitable aircraft? To determine this some questions must be answered.

**Who can best utilize the aircraft?** If the aircraft is to be used by salesmen or engineers in the field a medium priced four-place aircraft may serve the purpose. On the other hand if utilized to transport executives and influential clients a larger, more luxurious aircraft may be desired.

**In what areas will the aircraft be required?** If the distances to be flown are limited an aircraft with extended range is not called for while conversely if the distances to be flown extend from coast to coast a short range aircraft would be inadequate. Aircraft such as the Gulfstream and Jet Star have a special place here.

**What speed should the aircraft be capable of?** Many times speed becomes an uppermost requirement with firms about to purchase an aircraft and too often an unwise decision is made to buy a particular aircraft simply because it flies faster than another. Although speed is a primary advantage many firms fail to realize the type of speed they require. No company gains from speed alone. The real benefit comes in taking the least possible total time in getting from one place of work to another. A prime example of this is where a high-powered job gains 15 minutes flight time over the slower craft and then is forced to use the larger airport twenty miles from destination while the slower machine rolls up to the working site.

A model of Beechcraft's entry in the turboprop field. The fully pressurized Turboprop Executive Transport will have a top speed of over 300 m.p.h., and is scheduled to fly early in 1964.





Beech's "baby airliner", the Queen Air Model 80, has had wide acceptance recently as an instrument training aircraft for airlines and for ambulance service overseas.

As was mentioned previously, in the early days of corporate flying, most of the aircraft were converted military types. They were costly to operate but in some cases faster than the airline equipment. With the advent of jets this speed advantage disappeared and the main benefits of company operated aircraft became their flexibility of schedules and small field—short haul convenience. Thus the use of the heavy twins became limited and the versatile light twins grew in popularity.

The trend today is to use the airlines for long distance flights and to replace the heavy converted military twins with smaller aircraft for more flexible short run operation.

Today more than 4,000 airplanes in the U.S. and Canada are flown exclusively for business to meet and beat competition.

Corporate, or business aircraft, fall into the following classes: Heavy twins (Gulfstream), medium twins (Beech 18), light twins (Piper Aztec), heavy singles (deHavilland Otter), 4-place single (Cessna 180), 2-place single (Piper Colt).

Here is an actual case of a larger company's survey to determine the feasibility of operating its own aircraft.

The firm is a 50-year-old manufacturer employing some 2,000 people with national sales of its products.

The company's travel vouchers were studied for a three-month period. During the study, 226 employees travelled by commercial airlines. Of these one employee took 14 trips, three took 11 trips each, and so on, with 123 employees taking only one trip each. The 226 employees took 517 trips during this time or an average of 2.23 trips per traveller.

**The deHavilland DH125** was demonstrated for the first time at the Farnborough Air Show. A 6-8 seater, with 500 m.p.h. cruising speed, the twin-jet is expected to sell for £150,000.



Cessna's Skynight, a high altitude 5-place airplane, is capable of 265 m.p.h., with range of 1,400 miles plus.

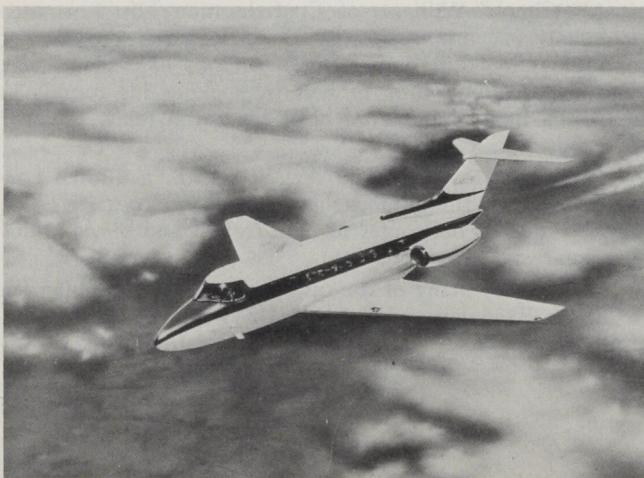
The study indicated that more than 80 percent of the trips were made to destinations within 500 miles of the factory. The analysts then studied the time and mileage of each trip made during one month of the three-month period. They found that if the company had operated a plane during this month it could have made over 65 percent of the trips with a load factor of 2-6 passengers per trip. It was felt that with proper scheduling and communications the load factor could have been increased to 3 or 3.5 passengers per flight.

To determine costs of executive travel, it is necessary to determine how much an executive is worth to his company. The formula used is to multiply the executive salary by 2.5, a figure which includes insurance, training and overhead invested in the person. The company suggested the value of \$20 per hour as the worth of an executive to his company. The analysts then computed comparable costs by scheduled airlines and by business plane for trips made during the one month.

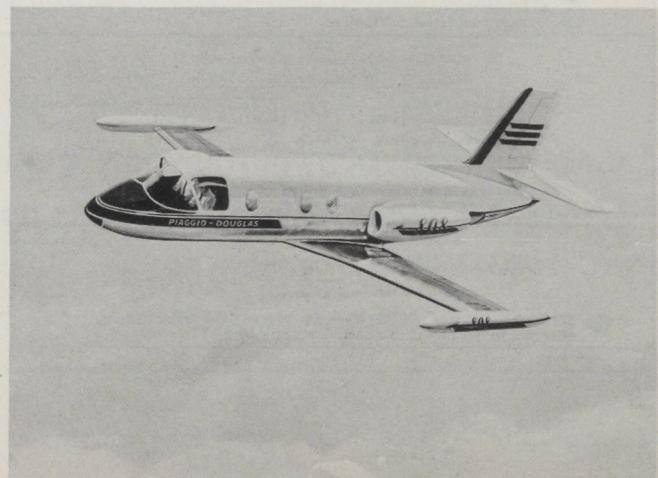
In the cost comparison, the cost is less by airliner when one executive makes the trip but greater if more than one person makes the trip. Time comparisons show a greater saving in time when a business plane is used. This is because many cities have a downtown airport for business aircraft while scheduled airlines land outside the city.

The conclusion of such a study is that, not only is a business plane practical, it is also economical.

Cessna Aircraft Corporation recently published a breezy booklet entitled "Why Did Doc Sell Dobbin?" It goes like this: "In 1920 Doc was a hard working M.D. But he did not make much money . . . only \$3,000 a



The Piaggio-Douglas is, as the name would imply, a product of the combined facilities of Douglas and the Italian firm.





Hudson's Bay Company, one of the true pioneers of business aircraft, operates aircraft from Winnipeg. Here, the Grumman Goose and deHavilland Beaver are shown at Coppermine, N.W.T.

year. And he was on the go . . . travelling at all hours to serve his patients.

"So he sold Dobbin and bought a Model T even though it cost three times as much as a horse! Now he could help his patients faster . . . expand his practice . . . and have more time to enjoy life.

"He made the advantages of owning a motor vehicle so obvious that others followed his lead. Did he save money with his Model T? He had a 'strong feeling' he did but that's about all.

"Today we have a dollar-and-cent formula to prove what the good doctor knew only by feel. Today we know that he did indeed save money because his Model T had a higher 'Value per Mile'."

This is the formula for Value per Mile and it reveals that Doc saved \$450 a year.

When applied to the aircraft and today's standards, the VPM formula, of course, becomes much more impressive.

There are many businesses of all types who have found, like Doc, they can improve their Value per Mile of transportation. Companies in both U.S. and Canada have found that aircraft can save them money and give them an edge on competitors.

In British Columbia for example the use of corporate airplanes comes naturally. Fifty cents of every dollar spent in B.C. has its basis in the lumber industry. Serving camp sites and mills is of prime importance to the lumbermen and subsidiary industries.

Rollie Pare and his assistant, Don Clark, of Power Saw Sales and Service Ltd. fly nearly 100,000 miles per year in the company's two Cessnas. They haul men and parts to scores of bays and inlets up the coast.

Another convert from the automobile to the airplane is Al "Chuck" Williams of Confederation Life Insurance Company. A few years ago Chuck covered the mining area of Yellowknife and northern B.C. by car. Chuck has cut his travelling time in half by making his rounds in a Cessna float plane. And he is fresh and ready to meet new customers.

In Edmonton Eldorado Aviation Ltd., a Crown corporation, does things on a large scale and uses its DC3, DC4, and S-55 helicopter to haul freight and service mining interests.

In Calgary many of the oil companies, like Mobil with a Beech Travelaire, and Shell Oil with a Piper Aztec, find aircraft indispensable to their operations.

Doc's Time @ \$3,000 Per Year for 50 Weeks at 60 Hours Per Week =		
\$1.00 Per Hour.		
Doc's Annual Travel, 5,000 Miles.		
HORSE	.03 Cents Per Mile	SPEED
MODEL "T"	.09 Cents Per Mile	5 MPH
		20 MPH
Doc's Time @ \$1.00 Per Hour ÷ Horse Speed . . . 5 MPH) → .20 ← ( Cost Per Mile for Doc's "Time" spent in Horse Travel.	.20	
Cost Per Mile of Horse → +.03		
TOTAL True Cost Per Mile of Horse Travel) → .23	.23	
Doc's Time @ \$1.00 Per Hour ÷ Model T Speed . . . 20 MPH) → -.05 ← ( Cost Per Mile for Doc's "Time" spent in Model T Travel.	-.05	
Value Per Mile, Model T → .18 ← ( This is how much per mile Doc could "justify" spending for his Model T.	.18	
Actual Cost Per Mile of Model T → -.09		
Saving Per Mile → .09		
.09 Savings Per Mile × 5,000 Miles Per Year — \$450 Annual Saving, after paying three times as much per mile for Model T.		

The variety of aircraft used in business is just as impressive as the variety of companies using them as illustrated by Kramer Tractor Ltd. of Regina which operates a deHavilland Dove and the Hudson's Bay Company in Winnipeg presently operating a Beaver and a Grumman Goose.

As spectacular as the growth of business aviation has been there are still segments of the public which have not accepted the aircraft as a practical form of transportation, to say nothing of the broader benefits to a business. This, fortunately, is rapidly changing.

With the increasing use of business aircraft it is only natural that this group should form its own organization. This is the Canadian Business Aircraft Association.

The aims of the C.B.A.A., briefly, is to promote aviation interest in persons, firms and corporations in Canada operating aircraft in connection wth their business. Generally it acts as the voice of those concerned with business aviation.

One well informed person on the subject of business aircraft trends is Roy Moore, western manager of Trans Aircraft Company. His western branch, as Piper distributor, has sold more light twins in recent years than any other company in Canada. Roy feels that, while pure jets certainly have a place in the business picture, propeller driven aircraft, both turbine and reciprocating engine, will dominate the scene for years to come. "Business executives are practical people," says Roy, "and the

aircraft manufacturers will continue to build and improve the tool the business man can best utilize."

Bryan Hayter, western manager for Field Aviation Aircraft Sales (Beech) also keeps a close check on the pulse of business aviation. Bryan looks to big things in the next few years for such models as Beech's new Turbo-prop Executive Transport, the six passenger, 300 m.p.h., pressurized transport scheduled for introduction in 1964. At the same time Bryan, who also has considerable flying experience on rotary wing aircraft, sees more acceptance of this type in the business field.

On one subject both Roy and Bryan are most emphatic — Canada needs more airstrips.

And she is getting them. Hundreds of small, inexpensive strips are being constructed in areas where large fields would be impractical. Much of the credit for these new strips must go to private companies and such groups as the British Columbia Aviation Council. The newly formed Alberta Aviation Council also lists high on its list of aims the promotion of more airstrips in the province.

There is every reason to be optimistic about the future of business aviation in Canada. Sales of business aircraft have been increasing steadily for years. With manufacturers constantly introducing new and better equipment, and more firms realizing the advantages of operating an aircraft, then the future of business aviation is not hoped for—it is assured!



Typical of the many light aircraft along Canada's west coast are Chuck Williams' seaplane and Sims Associates' 210.

**The Alberta Aviation Council founding convention will be held in November. Look for more details on the A.A.C. in October issue of WINGS.**

# CBA Annual Meet

Past President John Martin presents the charter for the C.B.A.A. to new president R. J. McVicar. Seated, left, is guest speaker Bill Lear, second from right is Bill Lawton of the National Business Aircraft Association and Leo Sullivan of Lockheed Aircraft Corp. is on the right.



Bill Lear of Lear Corporation addressing the members at the closing banquet. On the left is the president of the association, R. J. McVicar.

Two busy days of work and entertainment were recorded at the Canadian Business Aircraft Association's second annual meet. The group which lists 42 regular members besides associate and sustaining membership, met September 6 and 8 at Montreal.

R. J. McVicar is newly elected president, and former western region vice-president Hal O'Keefe was elected national vice-president.

Toronto was selected as 1963 convention centre but western members intend to make a bid to host the 1964 meet. Formation of a committee to study the possibility of employing a paid secretary for the association was another development.

It was decided that future business meetings, held only on the first morning of the meet until now, will be followed by a "wind-up" meeting on the second day in future.

Regional meetings will be held quarterly rather than on previous monthly schedule.

Besides participating in the formal presentation of the CBA Charter the business aircraft operators and pilots viewed some impressive exhibits and films and enjoyed several interesting addresses. William Lear, displaying a model of his new Lear-Jet, headed the list of speakers.

Noteworthy among the outstanding aircraft being demonstrated were such headliners as the JetStar, Queen Air 80, Aztec B and Fairchild F 27F.

CBA members are advised that the next western region meeting is scheduled for 2 P.M., October 19th at the Timmins Aviation Board Room, Calgary. Election of regional officers will take place at this meeting.

# FLYING CIRCUIT

**VR**

A live radio program direct from the lounge of the Aero Club of B.C. was a highlight of the open house held by the club early in August. Another club project is the preparation of a float for the annual P.N.E. parade.

Bill Mountford's Home Built is ready and waiting for Ottawa to issue a permit to test flight. Commercial tests were completed by Miss Marg Todd and Miss Minna Stephens. Marg Todd is the first woman to pass the test for the R.C.F.C.A. Silver Wings. Andy Jacox and Pete Montador have completed float endorsements.

**XD**

Members of the Edmonton Flying Club have received an appeal from Edmonton Mayor Elmer Roper to aid in the continuance of operation of the Municipal Airport. Improvements are slated for the old airport, but the Mayor feels that there is much opposition to keeping it open and he asked club members in an open letter to minimize any cause for criticism.

First soloists included Shirley Livingstone, Daniel Selinske, Marc Noel, Lloyd Cox, William Best, Neil Thomas and Wally Lazaruk. A competition flight was held in late August in the form of a short cross-country flight in which time was the deciding factor. Three awards were given, but we'll have to wait to learn the winners!

The 1962 Air Cadet Course ended at the club in late July. Topping the course was WO2 Ian McLellan of No. 533 St. Albert, who earned the Manager's Award of free flying time and was also nominated for the Tudhope Memorial Trophy. No. 2 cadet was Sgt. Rodger Argument of No. 395 Sqn. Edmonton, and third cadet was Cpl. John Torneby of No. 644 Sqn. Camrose.

**QT**

The Thunder Bay Flying Club at Fort William recorded over 500 flying hours in one month for the first time in its history. The club's new "baby", CF-MRX, a 150 hp Super Cub on floats, was delivered in early August.

The club trained nine cadets during the summer to private pilot standard, and the written examinations revealed an average mark of 82.63 percent!

Ross MacGregor and Claude Boucher still continue to lead in long distance flights, with recent trips to London, Ont., via points in Minnesota, Wisconsin and Michigan. Stan Woods leads on the float plane for miles covered.

The club hosted Dryden members early in September, with a good turnout and fun for all.



**YC**

The Calgary Flying Club reports that something new has been added for students returning from their "First Lonesome". In addition to the usual first solo certificate, they will now receive a magnetic cigarette-pack holder, complete with cigarettes, courtesy of — you guessed it — Peter Stuyvesant, through his local representative and Club graduate, Paul Boncey. The Club wishes to express its thanks to Peter and Paul!

First solos for the month were accomplished by Trev Johnson, Charles Greenslade, John Maybin, Bob Bowman and this month, two distaff members, Eleanor Duthie and Joyce Lowe. Private Licence exams were passed by Len Battrum and Barry Gillis.

The Club would like to see more of their older members and any ex-Air Force pilots in the district come out and dust off their abilities. There is a special short course available, designed to up-date their flying, radio and radio-aids technique.

"Keep in mind that flying is an excellent tranquilizer, costs less than the pill variety and has no undesirable side effects," says the Club. You can rent three-place Piper Super-Cruisers with first class radios at the very low rate of \$9 per hour. These are available on a "pay for flying time only" basis for members who want to do some airborne meandering for a week or two. Ground-school for Private on Thursdays and Commercial on Tuesdays at 7:30 p.m. is now in full swing. All members are welcome.

**WG**

The Winnipeg Flying Club is extending congratulations to new holders of private pilots' licences: Jerry Dawson, Lorne Pykerman, John Bristow, Jerry Holmes, Fred Jensen, Bill Hanson, Gordon Kasian, Sidney Selver, Dennis Nagy, Morley Plummer, Vic Boymook and Joe Van Niessen.

Dennis Green has a brand new commercial ticket and Cliff James and Ralph Birch have their instructors' endorsements. Hugh Forbes qualified for class II instrument rating and Don Patterson class I instrument rating.

Five Calgary Flying Club aircraft attended the Vulcan fly-in. Pictured here are (L to R) YC Club instructor Steve Westwood, Eleanor Park, Gayle Kennedy and Bob Boynton.



# Air "Currents"

Bell Helicopter Company's president E. J. Ducayet announced a semi-annual sales record recently, when he said the company sold and delivered \$9.6 million worth of commercial helicopters and spare parts during the first six months of 1962. This represents a 30 percent increase of commercial business.

☆ ☆ ☆

A jet-age air terminal for Vancouver is in the first stage of construction. A \$334,587 earth-moving job by General Construction Co. began in August, the first step in the building of the \$23 million terminal.

☆ ☆ ☆

Licences have been granted to three charter airlines to operate into B.C. from Alberta, Alaska and California. Transport department - approved to transport passengers and freight are Bonanza Airlines and Expeditors from a base in Whitecourt, Alta.; Alaska Coastal-Ellis Airlines from bases in Alaska; Vegas Airways Incorporated, from a base at Torrance, Calif.

☆ ☆ ☆

The first helicopter airlift of ore was completed in late August from an isolated gold mine near Tofino, B.C. on Vancouver Island. Vancouver Island Helicopters Ltd. of Victoria lifted 40 tons of ore from the mine on a steep mountainside to a beach six miles away. The ore was then barged to Port Alberni.

☆ ☆ ☆

TCA flew one of its first airplanes across Canada Sept. 1 to recreate its first scheduled passenger flight 25 years ago. The first flight was made from Vancouver to Seattle in a twin-engine Lockheed 10A, and another Lockheed flew from Halifax to Vancouver to recreate the flight into Seattle. Eight of TCA's original pilots flew the Lockheed and four of its first stewardesses were aboard.

☆ ☆ ☆

Regina airport's east-west runway construction is proceeding according to schedule and will be ready for operation in mid-October. Reinforcing is being carried out to enable aircraft weighing more than 80,000 pounds to land. However, work on the runway at Winnipeg's International Airport is behind schedule, due to record rainfalls. During one point in August, only one runway was open for airline traffic.

Civil Defence Air Services announces the appointment of Mr. J. N. Leggatt, western director, Canadian Owners and Pilots Association, as Chief of Civil Air Defence Services.

Born in 1925 in West Vancouver, Mr. Leggatt was educated at King Edward High School and the University of B.C. He was a war-time ambulance driver from 1942 to 1944 and has been a member of the RCMP reserve for the past seven years. He holds a ten-year St. John Ambulance Association award, St. John Instructors' Certificate, is a ski patrol instructor and a former "A" Industrial First Aid holder.

Mr. Leggatt began flying in 1947 at the Aero Club of B.C. and was licensed in 1948. He has over 1,000 hours' experience in light aircraft and he is a past vice-president of the B.C. Aviation Council. His wife, Enid, is also a licensed pilot and she is president of the Ladies Auxiliary to the Aero Club.

A federal subsidy, back-dated to offset losses incurred by PWA on its Edmonton-Regina run since April, is in the offing. The subsidy will cover losses from April to September, after which the aid will cease. R. H. Laidlaw of Vancouver, vice-president and general manager of PWA, said cancellation of the subsidy will force the airline to make an early decision regarding the operation of the routes.

☆ ☆ ☆

Aircraft are winning the battle with shipping lines for the major share of trans-Atlantic passenger traffic. Last year airlines in North Atlantic service carried 2,177,480 passengers, compared to 785,000 carried by ocean liners. But the airlines are not happy, for the average passenger load factor last year was only 51.2 percent of capacity.

## ATF GOES TO MUSEUM

The National Aviation Museum in Ottawa has purchased the last flying "Junkers" in Canada, from Pacific Wings, Vancouver. A.T.F., newly overhauled, was flown east, departing VR September 7th.

Vandalism against aircraft at Edmonton's Municipal Airport is on the increase. Several aircraft in recent months have been severely damaged by careless children. One aircraft alone received damage estimated at more than \$500.

☆ ☆ ☆

British airliners carrying passengers and cargo around the world are now doing an extra job as they fly. They collect and record information which will eventually aid designers to build airliners of the future. This is done with the help of flight recorders, sensitive devices set to watch the behaviour of any part of the plane or its equipment.

☆ ☆ ☆

A landing strip for aircraft on wheels was recently established on the immediate outskirts of The Pas, Man. It was noted that over 150 landings were made at the strip in a matter of a few weeks, with Mid-West Aviation alone making 15 landings.

☆ ☆ ☆

Northwest Airlines service between Edmonton and Minneapolis was suspended early in September. D. W. McLeod, the line's Edmonton manager, said the company had lost money steadily on the Winnipeg-Edmonton leg of the trip since 1960.

☆ ☆ ☆

A helicopter taxi service in the Vancouver area by Okanagan Helicopters Ltd. has been authorized by the ATB. The Board issued a licence for commercial air service using helicopters and serving Vancouver, West Vancouver, North Vancouver, New Westminster, Richmond and Nanaimo, B.C.

## Sacrifice

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Total time 1160 hrs. — 210 hrs. on engine since overhaul, new paint, snappy red and white, wing tip tanks, new carpets and upholstery. King crystal controlled VHF and Lear VHF, Omni, LFR receiver, radio compass. Oxygen for 4. Completely checked recently by Field Aviation. \$12,800.

Phone 244-0924 — Calgary

# Calendair

National Business Aircraft Assoc.

Annual Convention  
Penn-Sheraton Hotel  
Pittsburgh, Penn.  
October 2 to 4

Flying Farmers  
Northern Air Tour  
October 6-7-8

International Northwestern  
Aviation Council Meeting  
Idaho Falls  
October 7 to 9

Saskatchewan Flying Farmer  
Annual Convention  
Regina, Saskatchewan  
October 26 and 27

Annual AITA Convention  
Chateau Frontenac  
Quebec City  
November 5-6-7

Air Industries Association  
of Canada  
Annual Convention  
Niagara Falls, Ont.  
November 12 and 13

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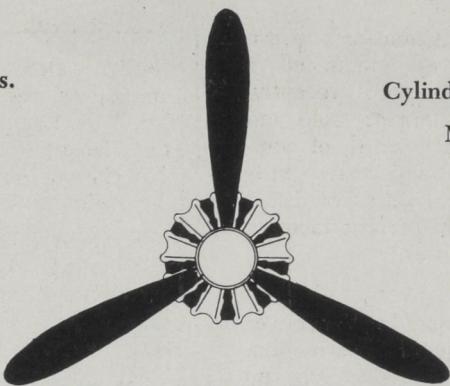
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VANCOUVER AIRPORT — VANCOUVER, CANADA

A special air cadet unit, the only one of its kind in Canada, from the Portage la Prairie Home for Boys ended two weeks of paratrooper training at Rivers, Man., in late July. Seventy-five members of the Manitoba Special Air Service Cadet Corps, ranging in age from 14 to 18 took part, and at the graduation ceremony they received "clipped" paratrooper wings.

☆ ☆ ☆

A one human-power plane is the project of two young Calgary aeronautical engineers, Al Smolkowski, 24 and Maurice Laviolette, 22. In the planning stage since 1960, the plane was only begun this spring. Its designers hope to fly it over a figure-eight course for one mile at a height of ten feet. The biplane will weigh about 90 pounds with a wingspan of 30 feet, overall wing area of 300 square feet and six-foot, three-blade prop.

Piper Aircraft Corp. has revised its policy in connection with model changes. Howard Piper, vice-president of research and development announced that the policy provides for "progressive modification" in most of the nine models now produced, rather than annual model changes. The change will benefit purchasers, the company's sales organization and the factory. Meanwhile, the 5,000th Piper airplane to be equipped with automatic flight system rolled off the assembly lines at the Vero Beach, Florida plant in August. The plane was an AutoFlite Cherokee B.

☆ ☆ ☆

G. B. Farrow, sales manager for Northwest Airlines passenger services, reported that air traffic out of Winnipeg in June showed an increase of 33 percent over the same month in 1961. There were 2,392 passengers in 1962 compared with 1,804 the previous year.

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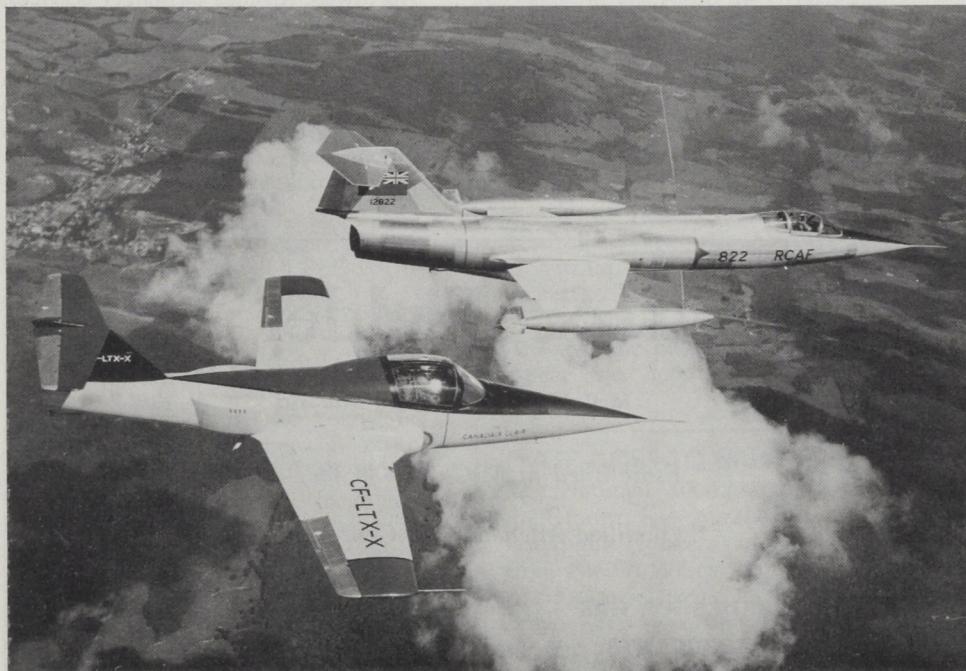
JP-1 AND JP-4  
JET FUELS



The U.S. Army's first turbojet VTOL airplane, the Lockheed VZ-10 Hummingbird, made its first conventional flight at Marietta, Georgia, in August. The new craft can fly straight up, straight down, hover and dart like a flash at approximately 500 miles per hour.

## News-M

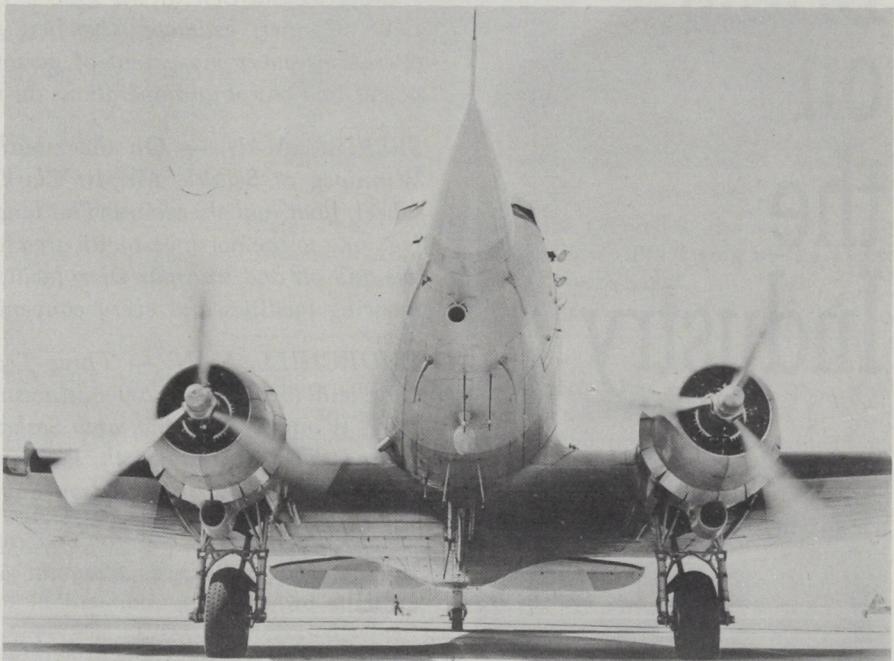
A CSR 110 Albatross of 111 Composite Unit, RCAF Station Winnipeg, becomes airborne less than 1,000 feet after starting its take-off run. The jet assisted take-off rocket bottle is just forward of the tail and a second bottle is fired during the post-take-off climb to lift the 16-ton tri-phibian rescue aircraft.



Close resemblance of the Canadair CL - 41R advanced systems trainer to the Canadair CF-104 supersonic tactical airplane is emphasized by this air-to-air view. The CL-41R is used for systems training and is the first jet trainer to carry full range of NASARR systems for CF-104 and F-104G aircraft.

Department of Transport Air Traffic Controllers give up their days off on many occasions to volunteer their services at fly-ins across the country. Here, at a recent fly-in at Vulcan, Dick Wood, Chief Controller at Edmonton International Airport and Jim Hall, a Calgary Traffic Controller, maintain order.

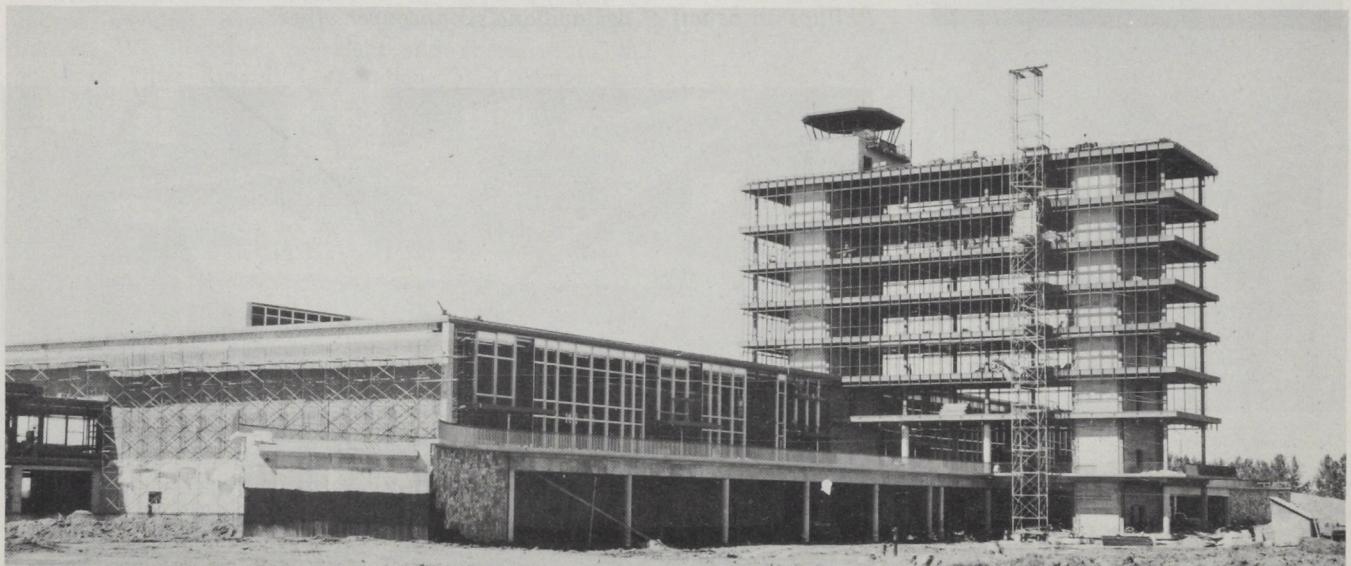
## -Makers



Specially fitted with the radome nose of a 1500 mph F-104G Super Starfighter, this hybridized DC-3 transport will soon be in service with the German Air Force. Modified by the Lockheed - California Co., the plane's interior is fitted with complete F-104G cockpit mockup and test and measuring equipment. It will be used to train GAF pilots.

The air traffic control cab tops the giant control tower at the Transport Department's passenger terminal

under construction at Edmonton International Airport.





# Briefs on the Industry



A Foothills Aviation  
“Skywagon” gets its  
water shoes at Calgary.

PRINCE RUPERT, B.C. — Can-west Construction Co. Ltd. is making good progress on a \$7,000, 6,400 square-foot helicopter hangar and workshop at Seal Cove airport.

EDMONTON, ALTA. — Standard Aero Engines are moving into new quarters in the Administration Building at the Municipal Airport from their former location in Hangar 13.

WINNIPEG, MAN. — A \$2,000,000 plant will be built near Winnipeg to manufacture the propellant to be used for the rocket and missile programs of the Canadian government, and for joint Canadian American projects. The fuel will be used in the Black Brant family of rockets now being produced at Bristol Aero Industries in Winnipeg for high altitude research.

WINNIPEG, MAN. — Autair Helicopter Services, introduced in March, 1962, with offices at the Bristol Aero Industries plant at Winnipeg's International Airport directs a fleet of 24 helicopters on jobs in the far north extending to Isachsen in the Queen Elizabeth Islands. The firm's president, D.W. Conner, estimates the first year budget at \$500,000. Commercial operations cover movement of personnel, crop-dusting, aerial photography, power line patrol and operations on the Mid-Canada radar warning line.

SELKIRK, MAN. — On the mouth of the Red River, 25 miles north of Winnipeg at Selkirk, Mr. R. Clarkson operates Selkirk Air Service, with wheel, float and ski planes. The landing strip in this town of 8,000 is 4,000 feet long to the northwest with area for tie-down, hangar, a licensed engineer, gas and oil and transportation facilities. There is also a sea-plane area with mooring facilities and every convenience for flying visitors.

CHURCHILL, MAN. — Three TransAir DC-4's were chartered by R. S. Dalgliesh to transport 200 businessmen and government and trade officials from Winnipeg, Regina and Saskatoon to Churchill, where the visitors viewed the MV Warkworth, latest addition to the Dalgliesh shipping company's fleet sailing into Hudson Bay.

CALGARY, ALTA. — Another service-feature at Calgary Aircraft and Engines Ltd. is their ‘courtesy car’, available to a pilot while he leaves his airplane for servicing.

EDMONTON, ALTA. — Mike Hackman, Mooney distributor, advises that the Mooney manufactures are conducting a novel Prize-A-Rama. For a chance to win any of the 150 prizes see Mike at Edmonton.

VANCOUVER, B.C. — Bill Peters, of Canadian Collieries, is sporting a new deHavilland Beaver ‘up and down the coast’. Delivery was made by Stu Phillips on behalf of deHavilland's Vancouver office.





## B.C. Aviation Council Notes

### ADDITIONS TO OUR RANKS

A sincere welcome is extended to the following new members:

BACK & BEVINGTONS, Vancouver.

CAPT. E. D. MILLS, Canadian Air Lines Pilots Association.

TREVOR DEELEY, Vancouver.

THE HARRISON HOTEL, Max A. Nargil, Harrison Hot Springs.

RONALD G. WELLS, Kent Aviation Ltd., Chilliwack.

R. W. UZZELL, Lemon Point Logging Co. Ltd., Campbell River.

THOMAS MILBURN, Canada Safeway Ltd.

LEN ROWLEY, Pacific Aero Engines, Vancouver.

CAPT. L. H. YATES, Vancouver Sky Terminals, Vancouver.

DICK WILLIAMS, Williams Aviation Radio & Electric Ltd., Vancouver.

LAWRENCE F. BOYD, Clinton, B.C.

G. W. RANDALL, Alberni Flying Club, Port Alberni, B.C.

ALEX A. NARGILL, Managing Director, The Harrison Hotel, Harrison Hot Springs, B.C.

W. J. PETERS, Vancouver, B.C.

Membership in the BCAC had climbed to 250 by Sept. 15, an increase of close to 70 in the past year. Much of the credit for the sharp climb in the number of members must go to Peter Power, chairman of the membership committee. His contribution to building up the membership was acknowledged at the annual conference at Harrison Hot Springs.

Scheduled as top speakers at the Sept. 14 and 15 annual meeting were B.C. Attorney-General Robert Bonner, W. T. Piper, president and chairman of the board of Piper Aircraft Corporation; TCA captain and author Frank Smith; E. E. "Tug" Gustafson, general sales manager of Sikorsky Aircraft; and Vancouver Sun columnist-humorist Barry Mather.

About 25 new private and executive aircraft and helicopters were slated to be on display at the Harrison air strip. Look for a detailed report on the convention in WINGS October issue.

The cable-entwined wreckage shown in the picture on this page is that of a helicopter that tangled with a privately owned cableway just a year ago at Sinclair Mills on the Fraser River east of Prince George. The cableway was unmarked. One of the passengers aboard the machine drowned in the swift-flowing river.

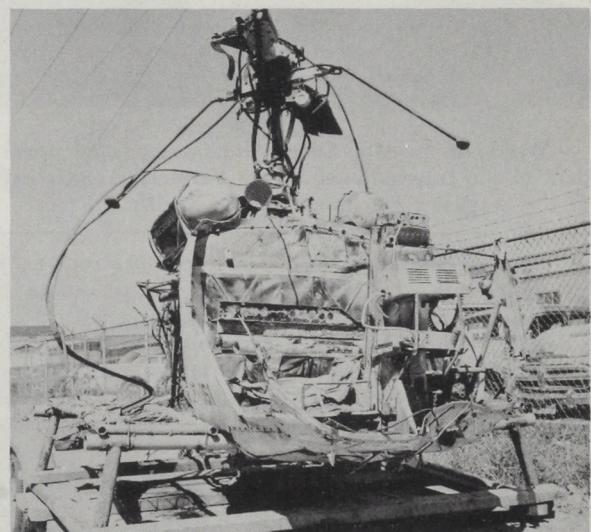
The cableway was owned by a private lumber company and was used to winch bulldozers and other equipment across the stream. The federal government (Northern



Peter Power, representing the Council at the recent highly successful Abbotsford Air Show. Bill Irving of the Dept. of Transport, is on Mr. Power's right.

Affairs and National Resources) has embarked on a program to mark all its cableways, but many others in B.C., including some set up by the provincial government as well as by private companies, are still unmarked, with no marking program in sight.

The B.C. Aviation Council is working to have cableways and power lines put under one control agency, preferably federal, in terms of approval for their construction and marking, and to ensure that they are dismantled when no longer in use.



This tangled wreckage of a helicopter, that struck an unmarked cable near Prince George, underlines the urgent need for cable markers.

# FLYING FARMERS

# Sky Furrows

Farmers with one foot on fertile land and the other in the clouds flew into Seattle August 19 for the 17th annual convention of the International Flying Farmers.

Newly elected officers hail from the far corners of the continent: President is Walter R. Ross, Aden, Alberta; vice-president is Bert Fuller, Suttle, Alabama. The Midwest is represented by treasurer Don Schafer, Sterling, Kansas, and secretary Dayton Chisolm, Fort Pierre, South Dakota. Next year's convention will be held in South Dakota.



Walter R. Ross of Aden, Alta., was elected president of the International Flying Farmers' Association at the August convention held in Seattle.

Flying to Seattle in their small planes from as far away as Florida, the farmers almost plowed under the city folk. Thirteen hundred farm families converged on the Seattle World's Fair for a ceremony climaxing Flying Farmers' Day at the Fair. Appropriately enough, President Lee D. Hagemeyer, Estes Park, Colorado and Queen Jackie Slaughter, Roswell, New Mexico, arrived at the Fair by helicopter!

The convention kicked off with all-day seminars on farming sponsored by John Deere, Massey-Ferguson, du Pont and International Harvester, ending with some tips on radio and navigation by a Federal Aviation Agency specialist.

After welcoming greetings by Washington's Governor Rosellini and Seattle's Mayor Clinton, the farmers heard the main convention speaker, FAA Administrator Najeeb

E. Halaby. Bringing good news, he said the FAA hopes to have a place in every community for small aircraft to land, and that FAA can now provide matching funds to implement this. There are 80,000 general aircraft in U.S. skies, compared to 2,000 airliners, and the number of small planes owned by individuals and companies is expected to be 105,000 by 1970.

Canadian aviation was discussed by W. H. Irving of the Dominion's Department of Transport.

A very special guest was W. E. Piper, 82-year-old founder of Piper Aircraft Co., whom the farmers affectionately call "Uncle Bill".

At the Awards Night Banquet past president Lawrence T. Sutter of Woodward, Oklahoma was honored as Flying Farmer of the Year for his unstinting efforts in promoting aviation and agriculture.

A \$500 college scholarship donated by Archer Petroleum Corp. was won by Robert Sherwood, Willows, California, who scored highest in an examination given by the Federal Aviation Agency.

Youngest pilot at the convention was petite Polly Coombs, 17, who flew her father's Beech Bonanza all the way from Sedgwick, Kansas to Seattle.

Climax of the convention was choice of the Queen, who will lead the women's activities of the Flying Farmers during the coming year. This honor, to which every Flying Farmer wife aspires, was bestowed on Mrs. Elaine Hash of Phoenix, Arizona. Her assistant will be Mrs. Polly Stoehr of Pasadena, California.

## Saskatchewan

By HARVEY PEACOCK

"You Flying Farmers sure have a lot of nerve, asking us to help sponsor your convention, when you cut our throats in the spraying business."

The words were spoken by a well-known commercial operator from the Prairies to a member of our convention committee who went there soliciting sponsors.

We had already heard rumblings about this matter. Some commercial outfits are quite concerned and have formed an organization of their own to deal with this and other problems. They claim that farmers (not necessarily belonging to our Flying Farmer organization) have been abusing the privileges granted by the DOT. They accuse farmer operators of spraying outside the 25-mile limit, flying with less than the required number of hours experience, with equipment not properly serviced, and sometimes at prices so low that the quality of the work must be poor, thus giving air spray in general a black eye. One farmer is reputed to have bought a second plane and hired a pilot. The air operators say that this sort of competition will force a lot of them out of business,

and then there will be nobody to service and sign out our planes outside of the bigger cities.

On the other hand, the farmers claim that they have invested considerable cash in their planes, an investment <sup>11</sup>ly justified strictly for their own use. They say that <sup>11</sup>ing is an agricultural pursuit, and no attempt is made at any other level to prevent a farmer doing custom work for pay, so why pick on air spray? They maintain that most of their number are capable operators, that they keep their equipment in as good shape as anyone else, and that they pay the commercial operator considerable sums of money for the work done on their aircraft.

At our meeting August 5th at Eston Park, it was moved and passed that a committee of three be set up to meet with representatives of the air operators' association to study the matter. The three selected were to represent a sort of cross section of our members, Doug Hunt, of Sovereign, Sask., who does considerable custom spraying, Jerry English of Grayburn, who does his own, and yours truly, who doesn't spray at all.

We will try with open minds to assess both sides of the question. We will try to establish the extent of the abuses and whether DOT regulations give too much territory. On the other hand, the commercial operators will have to show that they are really being hurt, and whether business is so poor in the charter, instruction and repair establishments, that they must have a shot in the arm with spraying to continue to stay in business.

Finally, let us remember always that North America is the last stand of freedom of the skies, and let us keep this precious bit of heritage at all cost and work together to a satisfactory solution with the very minimum of regulations.

## Alberta

A.F.F. President Harvey Katterhagen reports as follows:

The Executive meeting held at the Waterton Drive-In saw many things brought up and discussed.

The first item was whether the teen members of our province wanted to form a teen chapter. However, it was felt that they should get together themselves at one of our next Fly-Ins if they were interested.

Executive Secretary Varno Westersund and Past President Bill Bailey reported on a preliminary meeting held to discuss the formation of an Alberta Aviation Council. At the next meeting of this group our organization will be represented by myself, Past President Bill and Vice President Ed Kimpe, with Paul Madge as alternate. We shall report on the formation of this council as it takes form.

The Convention bid for 1964 was dropped for that year, as it was felt we were not quite ready at this time to handle a convention of this size here in Canada and plan on bidding for a later year.

We also discussed the nomination for Regional Director. Paul Madge was nominated by Bill Bailey, seconded by Joe Sekora and carried.

Joe Sekora showed his map, which he is working on. He has the Northern part of the Province nearly all covered and is starting on the southern section. I hope something can be worked out to get this map printed in the near future.

Our new permanent address for the Alberta Flying Farmers will be:

Alberta Flying Farmers,  
Hangar No. 2, McCall Field,  
Calgary, Alberta.

AFF Past President Bill Bailey and wife Eleanor aren't really arguing about whose turn it is to fly the family Comanche.



## INAC Convention Plans

The City of Idaho Falls, Idaho, will host the 28th annual meeting of the International Northwest Aviation Council October 7, 8 and 9, it was announced by H. P. (Pete) Hill, council president.

INAC delegates represent a cross-section of aviation interest in Northwestern America, including public and airline officials, as well as business and professional pilots, aviation product jobbers, distributors, manufacturers, aircraft operators, and airport managers. It is comprised of the provinces of Alberta, British Columbia and Saskatchewan, the Yukon and Northwest Territories, and the States of Alaska, Idaho, Montana, North Dakota, Oregon, and Washington.

"International Aviation Progress Side by Side will be the theme of the pow-wow," Hill said, adding that it would be an opportunity for these various segments of the aviation industry to "live, learn and grow with aviation in the heart of the Hi-Country."

The three days will be full of interesting, informative clinics, panels, talks and open forums. There will be top-flight international experts to lead discussions on "The Airport's Role in Community Economics", "How Industrial Airports Grow", "Third Level Air Lines in Your Town", "Inter-Country Air Travel and Its Problems", "Aviation's New Outlook", "General Aviation Problems", "How Safe Is Your Airport?", and "Air Travel Changing A World".

## Traffic Controllers Schedule '63 Meet

About 175 Air Traffic Controllers from all corners of Canada will converge on North Bay in May, 1963 to hold the Third Annual Convention of the Canadian Air Traffic Controllers' Association.

CATCA is an association of serious minded young men (the average age is around twenty-seven), dedicated to the betterment of their profession, maintaining safe orderly flow of air traffic across Canadian skies.

Membership in this group is not compulsory nor is it unanimous. National council officials estimate that just over 50 percent of eligible controllers are members. It is felt that membership would be closer to 100 percent if it were not for the existence of the Canadian Air Services Association, an older, more established group, which represents various trades.

CATCA is for controllers only and National President Ed. Smith of Toronto, predicts that all controllers will eventually belong, once the association gains in prestige and recognition. It is not many years since controllers in the U.S.A. and Europe formed their own organization.

***The staff of Western Wings wish to extend their deepest sympathy to Chris Falconar on the passing of his beloved wife. Georgina was greatly interested in her husband's work in aviation and the Ultra Light field and their many friends mourn her sudden passing.***

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More than 100 DeHavilland BEAVERS and OTTERS play a vital role in Northwestern Canada's rapidly expanding development. To keep pace with the needs of this growing fleet, DeHavilland Canada's Western facilities are adequately staffed and completely equipped.



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Norman H. Davis, whose 25 years with DeHavilland Canada have contributed the valuable knowledge and experience required to serve this busy area efficiently.



### IN VANCOUVER

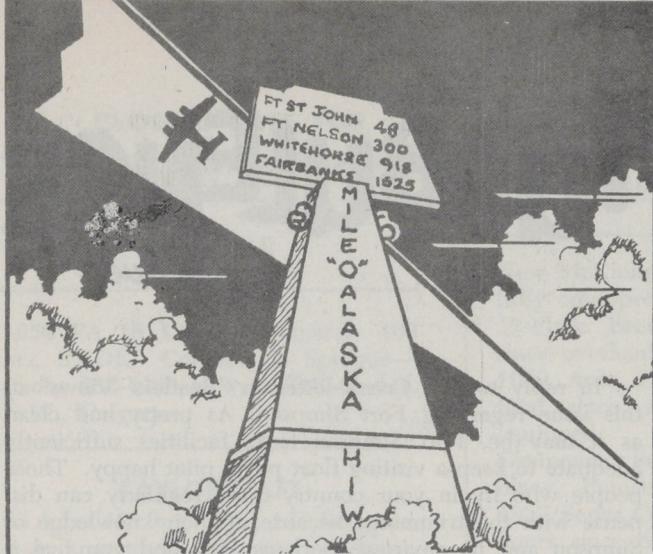
DeHavilland Canada is represented by Charles M. Smith, whose 23 years of service with the company make him particularly well qualified to service this booming territory.



In keeping with aviation's rapid growth and progress on the Pacific Coast, DeHavilland Canada's new Vancouver International Airport Branch has been planned and developed to provide maximum service to our British Columbia customers. This combined with DeHavilland Canada's facilities at Edmonton Municipal Airport gives complete service coverage to all of Western Canada.

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With the resurfacing of the Dawson Creek airport plus lighting in the near future, the Grande Prairie Air Show and the aviation activity at Fort St. John, it seems an appropriate time to dust off the Northwest Leg and return it to Western Wings' pages.

Despite the many days of grading and packing the city of Dawson Creek kept its airport open by working on only half of its 4200 feet at a time. The usual spirit prevailed and it was a pleasure to see the courtesy shown by pilots who kept dust blowing to a minimum and equipment operators keeping the approach paths clear.

The result; an accident-free period of shortened airport operation and a new smooth, firm-based, well compacted, all-weather airstrip with 432 landings reported during August.

The Mile Zero Flying Club has had its old reliable Aeronca Chief "Duck" (CF-DUK) recovered by Walt Lawrence, "B" Engineer and partner of Silver Wings Aviation Ltd., and a sharp looking bird it is in its orange and black plumage. It is good to see it flying all over tarnation again.

Wally Wakeham has completed a smart paint job on Erwin Homes' Mooney and on Gordy Webb's and John Shpitko's Pacer. With two on-the-ball maintenance organizations on the field both the local and the itinerant flyer get real service.

Flying training has received a boost and Silver Wings Aviation has acquired the services of a third instructor, Peter Kuryluk.

# The Northwest Leg

By VIC TURNER

Bill Bale, manager and partner of Silver Wings, is flying the Apache on charter work and business is improving there too.

You sure have to hand it to that Grande Prairie Aero Club for the tremendous success of the Northwest Airshow. Those of you who read your WESTERN WINGS from cover to cover will have noticed the thousands of people at this event which was covered in last month's issue. It never ceases to amaze one how a handful of aviation "Nuts" can put on an event that is a major attraction in the Peace River country.

Here is a rumour that will have all those hot rock aeroplane salesmen baying at the big Grande Prairie moon: Prairie Flyers are thinking of trading off their reliable Ercoupe on a Cessna 170.

Now to do a quick 180 and nip up to XJ where Fort St. John Aviation Ltd., has its big hangar full of aircraft most of the time. Lots of activity here with Hill Aviation, North Cariboo Flying Service, Jim Burroughs, Okanagan Helicopters and several other outfits hard at it. Jack McGee is engineer here and it's a pleasure to do business with him too . . .

The Fort St. John Flying Club has been doing its usual excellent job and many other clubs would do well to use it as a model. Dudley Wagner and the boys would be glad to help anyone in this regard. XJ is full of boosters for flying and its expansion in such a short time is a tribute to their git-up-n-go!

With the sun setting behind the Peace River dam site and the fuses all burned out in the old typewriter, it is time to execute a controlled crash on the Northwest Leg and close the flight plan.

See you all next month in Western Wings.

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# Readers' Views

Fort Simpson, N.W.T.  
July 31, 1962.

The Editor, Western Wings:

Dear Sir;

I read with interest the Turbulence column in your July, 1962 issue; I say with interest because Rover has based part of his column on a trip part way down the Mackenzie River, and mentions places and items with which I am familiar.

When he touched down at Fort Simpson though, he was obviously perturbed about something because he has listed Simpson as "mediocre". Being proud to admit that I am a citizen of Fort Simpson, which is one of the cleanest and prettiest towns along the Mackenzie River, I take exception to Rover's classification of our settlement. I would therefore appreciate Rover's clarification of, in his eyes, Fort Simpson's mediocrity rating.

Rover should bear in mind that a popular magazine like Western Wings is undoubtedly widely read in Eastern Canada and in some parts of the United States, and for him to degrade the North is definitely no help to the tourist trade.

Very good advice Rover gives in the last paragraph of his column re rope, pump, funnel, and felt; more than a dozen times (so far) this summer I have had to supply pump or pail, and funnel to transient pilots; of this I am not complaining; it just shows that more thought could have gone into preparation of the trip, remember you are going bush flying, not commuting—but it does make me wonder sometimes just who is mediocre, the people and places up North or some of the pilots who travel up North?

One would almost think, from reading the July Turbulence column, that Rover did nothing but flit from place to place gathering all the detrimental facts possible at each stop.

Now that I have said my piece, I will take my soap box and go home; but before stepping down I must admit I do not feel it is proper for me to criticize a nom de plume. I would like, therefore, to know Rover's identity, if I may.

One more item re: the July, 1962 issue—Don Staples' article on the Alaska Queen; this was well done and very interesting, but brought to mind a question: Is BXO the same aircraft that Wardair Ltd. of Yellowknife are using this summer or is it possible that we have two "Strannys" still alive.

Your answers to my questions will be much appreciated; and tell Rover he has a fine column in the best aviation magazine procurable in Western Canada.

Yours truly,  
J. RONALD CREE.

## EDITOR'S NOTE:

Thank you for your well presented defense of Fort Simpson, Mr. Cree. Rover, accustomed to hot water, has a word to say in the adjoining column.

# TURBULENCE

*by Rover*

In reply to Mr. Cree's letter in "Readers' Views" of this issue regarding Fort Simpson: As pretty and clean as it may be, Fort Simpson lacks facilities sufficiently adequate to keep a visiting float plane pilot happy. Those people who fly in your country quite regularly can dispense with the trimmings because of their knowledge of Simpson and its environs; perhaps they and you feel it unreasonable for anyone to expect city facilities so far up North. What you must remember is that our friends to the South have always had these facilities and have grown to depend on them. As strangers in your big, unfamiliar country, they need and expect these services regardless of whether or not we consider their demands unreasonable.

But, to be specific, here are those things that I'm speaking of—dock space, refueling facilities, food and accommodation and perhaps the most important of all, the feeling that someone in Fort Simpson is happy to see them. If the folks at Simpson are looking forward to the day when tourists move into their country, these drawbacks cannot be overlooked, they must be eliminated. Much as I like your town and its people, Mr. Cree, these are facts and they must be faced.

The holiday is over and we are back at work again. I must admit it was pleasant to be home at last. We have some very fine memories to keep us going until next year, among them are these sights and sounds of the past month's roamings—an eagle curving away from us at 8,000 feet; a loon in a mirror-calm lake with its neck arched and wings lifted ready for battle with our tin bird; the sound of a helicopter filtering through the fog that held us immobile on a mountain lake; an outboard echoing among the tall trees of the river bank; a herd of caribou stampeding across a mountain top.

The most unpleasant memory is of the night spent at Fort Nelson when the river rose about 12 feet in 18 hours. It was necessary to check the ropes almost every hour throughout the night and we were a sorry sight when daylight finally did come. Due to the driftwood on the high waters we were forced to lay over for a day or two and we found the people of Fort Nelson are really quite wonderful. We had a grand time among them and plan to stop there again. If you happen to be at Fort Nelson in the near future, try a meal out at the Homestead, Mile 308 of the Alaska Highway—it's a real treat. I understand that a lake just to the west of Fort Nelson is to be equipped with facilities for float aircraft. When this is a reality, almost everyone will feel a lot more comfortable about overnighting in that area. The reasons are obvious.

The prettiest place visited during the summer was the settlement of Snowdrift on Great Slave Lake—it's fabulous. The nicest people met during the summer were the Turners at Nahanni Butte. If you like people, don't pass the Turners, stop for coffee. There were so many helpful hands during the past months that it is impossible to pick anyone for a bouquet. I'll just have to say that our trip would have been a failure without the help we did receive, and "thanks a million" to everyone in the North.

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1954 PA 18 135 approximately 400 hrs. SMOE. Contact G. Sprague—Phone 282-4200 or write 716-44 Ave. N.W., Calgary.

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65 h.p., 420 hrs. T.T.; LF Receiver, long range tanks. Like new condition. Reasonable. Phone 249-7065, Calgary.

1962 Mooney M21 — 80 hrs. since new. Will sell shares to reliable partners or outright for less than U.S. price.

Phone CR 7-8708, Calgary

Ercoupe — metallized wings and airframe majored. Majored engine by S.A.E. Upholstery fair, glass good. Recent C of A. Gross weight 1,400 lbs. Primary instruments plus D.I. \$2,800. Will install new 10-channel VHF for \$300. Phone AV 9-0349, Calgary.

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1954 Cessna 180 — Zero time since major on engine. Lear LTRA with Omni, Lear ADF, full panel, all-over paint. Interior renewed throughout. Exceptionally clean aircraft—\$9,850. Aeronca Chief. 420 hrs. since major on 65 h.p. engine, good fabric, very clean—\$2,500.

1960 Cessna 210. Fully equipped, excellent condition. More than \$10,000 off list.

On Consignment—Ercoupe, Fornaire nose wheel fork, suntop and 3 controls. Low times since major. Both interior and exterior extremely clean and smart—\$3,400.

1962 Demonstrator Cessna 172, absolutely like new. New warranty. Offering good discount as year end approaching.

180 Wings (rebuilt) in stock at big savings.

120-140-195 parts in stock—enquire for list.

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September, 1962

New McKinnon Super Widgeon, fully equipped.

11-Place Beechcraft, zero time since overhaul.

1959 Auto Flyte Apache, zero time since major. Instrument equipped.

Grumman Super Goose nine place. Immaculate.

1957 Super Custom Apache, 500 hours since major. \$17,500.

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1952 Cessna 170B—930 hours TT, 32 hours SMOH. LTRA 6 plus RT 10. Natural and blue trim, full panel, new C of A. CF-EJO — \$7,200.

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#### 1959 Cessna 180

On floats with wheels. The aircraft is fully painted black, white and green with contrasting green upholstery. This aircraft is equipped with Group 3 primary instruments, stainless steel cables, dual controls, corrosion proofing, and VHF communication. The aircraft has 1600 hours total time and the engine has just been majored to zero time. Price—\$18,300.00.

#### 1961 Cessna 172

On floats, fully painted aircraft brown, beige, and white with contrasting beige interior. The aircraft is fully equipped with primary group 3 accessories, stainless steel cables, corrosion proofing, dual controls, seat covers, rotating beacon, Edo 2000 floats, wheels for aircraft and Sky-crafter VHF and Motorola ADF-T-12. With only 390 hours total time on the aircraft, this is a real honey and priced at \$17,575.00.

#### 1953 Cessna 180

On wheels, (floats available). This aircraft is fully painted blue and white. It is equipped with primary group 3 accessories, stainless steel cables, dual controls, corrosion proofing, and a Lear LTRA-6 radio. Price, \$6,125.00.

#### 1956 Cessna 170B

On floats, with wheels and wheel skis. The aircraft is fully painted red and white and equipped with group 3 primary instruments, stainless steel cables, dual controls, V-Brace, Brelonix T-550, h.f. radio. Total time on this aircraft is only 550 hours. Price—\$9,450.00.

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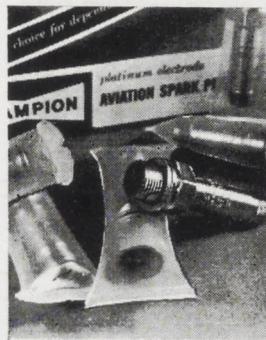
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# Business Wings

By BRYAN HAYTER

One has heard it said — Should Executives Fly Together? According to the National Industrial Conference Board, a United States organization, the old adage of "Two is company, Three is a crowd; Four is too many, and Five is not allowed" — seems to be the general feeling of many managements.

Sixty percent of the one hundred and two companies responding to a recent survey report that they place limitations on the number and rank of executives flying together.

It was found, however, that formal written provisions regarding this practice are the exception rather than the rule.

In all cases it was found that these formal restrictions apply to the company's top echelon and in most instances, are extended to cover members of management and operating committees or councils, department heads and their top assistants. Such regulations normally state that no more than two or three key executives may fly in the same plane.

While the "written rule" appeared to be the exception, unwritten restrictions were practised in approximately half of the companies surveyed. These restrictions are understood by all concerned and effectively enforced.

Other companies report that the senior executive on the flight decides what restrictions shall be in effect or such matters are left to the discretion of the President.

In 40 percent of the participating companies it was found that no air travel limitations were placed on executives.

However, a large percentage of the operating companies feel that the practice of safety measures offers a form of insurance against the remote possibility of suddenly losing a concentration of managerial ability.

## Pilot Disability Insurance

On a number of occasions this column has carried news of the progress of the C.B.A.A. Pilot Disability Insurance Plan. It is now a reality and this author is one of the happy participants of this plan. It is hoped that all eligible members will review the information thoroughly and avail themselves of the advantage this plan provides.

It would appear that the general trend in Canadian Business Aviation is to the light twin. Many companies are disposing of their larger, older, expensive-to-operate equipment in favour of the light, fast, economical twin. The Shell Oil Company help bear this out for their latest acquisition is a sparkling new Piper Aztec. Ed. Chowen is the pilot.

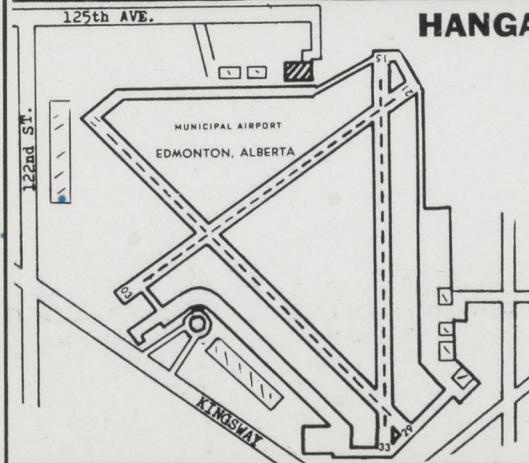
The famous, or perhaps infamous "Killer" Kowalski has recently become the proud owner of a 1962 BEECHCRAFT Bonanza. The "Killer", well known in these parts for his methods of handling his ring opponents, is surprisingly gentle and well informed when it comes to aviation. It is the "Killer's" intention to use his Bonanza to speed him from ring to ring so that he might eliminate his adversaries with the utmost dispatch.

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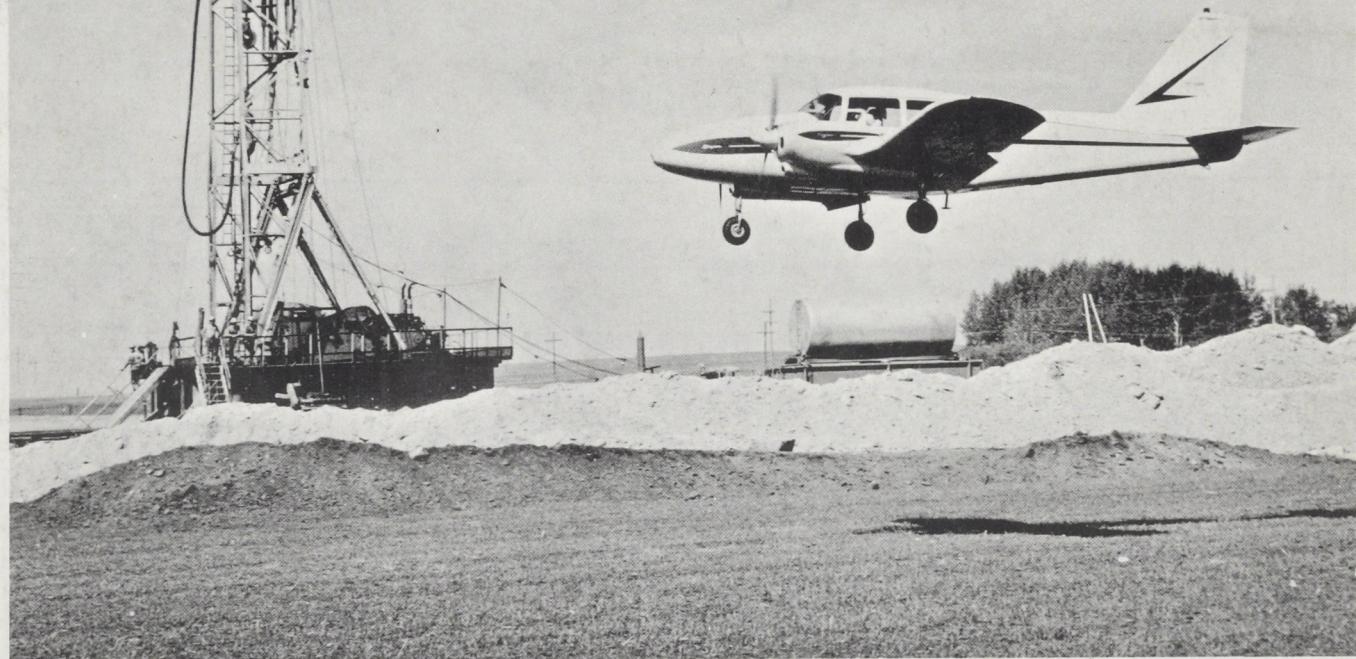
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